RJ REYNOLDS

TOBACCO COMPANY

COPY

J. CAMPBELL / ROU 1610
PROMOTIONAL COORDINATOR

8899 MAIN STREET
WILLIAMSVILLE, NY 14221
(716) 634-4179
FAX (716) 634-3145

November 12, 1997

RJR Account #509977
Mr. F. Stewart
H. FOURTUNIS DBA A-W

WINSTON .70¢ OFF 2-PACKS / TEAR TAPE PROMOTION #800008

Dear Fred:

WINSTON .70¢ OFF 2-PACKS SPECIAL OFFER TEAR TAPE PRODUCT has been ordered (see quantities listed below), as well as **165** SKUs of preassembled Counter Displays (Item #536285) to pack the above promotion for your participating retail accounts. All additional pertinent promotional information is listed below:

#/ (6M) Cases Promoted Product	Brand Styles	UPC Code
11	*Winston Filter Box*	12300-24876
11	*Winston Light Box*	12300-22772

Product / Premium Arrival: **December 8, 1997**
Ship Date to Retail: **Week of: January 5, 1998**

Displays (Item #536285)
SKU CUBE: **0.8260**
SKU WT (w/o Product): **1.5000 lbs**
Retail Sales Offer per Sku: **20 units**

Billing per Sku: **4 Full Price Cartons**

EFT $ Amount: **$6,023.18**

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.70¢ 2-Pack Tear Tape
H. FOURTUNIS DBA A-W

Promotion Description:
Utilize 40-Pack Shipper Display. Place 2 packs in each sleeve (20 2-pack offers per Display) and ship to retail. Each Shipper Display should contain 20 2-Pack units; 2 cartons each: *Winston Filter Box and Winston Light Box*.

SHIP NUMBER OF DISPLAYS AS INDICATED ON THE ATTACHED CUSTOMER LIST

A list of accounts authorized to receive packed displays is attached. RJR will reimburse you $28.00 per **live 12M** case for all displays packed and shipped to retail on a timely basis. This equates to **$308.00 (11 (12M) case(s) @ $28.00)**. Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

As always, thanks for your assistance in the marketing of our products.

Sincerely,

Judy

J. Campbell
Promotional Coordinator / 1610
/jc
cc: 162309
L. E. MacWilliams

Note to RJR Manager:
Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

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WHOLESALER : 509977 HARRY FOURTUNIS, INC. <DIRECT>
TEMPLATE : 800008 80100 WIN JAN .70/2 NO
TEMPLATE SEQ : 0022
SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
122206	122224	179404	PLEASANT BRIAR SVC	1168 PLEASANTVILL	BRIARCLIFF MNR	NY	10510	1				(914)762-8418
122206	122224	248288	AQUEDUCT RD., INC.	190 AQUEDUCT RD	WHITE PLAINS	NY	10606	1				(914)682-9404
162308	162329	130749	CHANINGVILLE DELI	23 CHANNINGVILLE	WAPPINGERS FAL	NY	12590	1				(914)297-1232
162308	162329	562452	SIXTY SOUTH AVE. IN	DBA VILLAGE SERVI	WAPPINGERS FLS	NY	12590	1				(914)297-1414
162309	162330	179371	MINI MARKET	501 HIGHLAND AVE	PEEKSKILL	NY	10566	2				(914)737-2221
162309	162330	179408	DA ROSE CORNER STOR	102 ALBANY POST R	BUCHANAN	NY	10511	1				(214)739-6991
162309		179441	SAN VELDT STORES IN	DBA LOU'S CORNER	PEEKSKILL	NY	10566	1				(914)737-2717
162309	162330	179478	ROYAL CARD & GIFT	7 BANK ST	PEEKSKILL	NY	10566	2				(914)737-2855
162309	162329	526965	D & E NEWS	JEFF. VALLEY MALL	YORKTOWN HTS	NY	10598	1				(914)737-3152
162309	162330	546043	PEEKSKILL STATIONER	987 MAIN ST	PEEKSKILL	NY	10566	1			6807	(914)736-0380
162309		684940	MCMICHAEL'S DELI	1099 N DIVISION S	PEEKSKILL	NY	10566	1				(914)739-2238
162309	162329	696105	DELTA MOTORS	35 SMADBELU AVENU	CARMEL	NY	10512	1				(914)228-1660
162309		716251	SOMERS MOBIL	291 ROUTE 100	SOMERS	NY	10589	1				(914)277-8539
162309	162329	769481	PUTNAM LAKE MKT.INC	74 FAIRFIELD DRIV	PATTERSON	NY	12563	1				(914)279-5905
162309		787069	FUEL & WASH	91 GLENEIDA AVE	CARMEL	NY	10512	1				(914)225-9727
162309	162329	827259	PUTNAM VALLEY MARKE	5 SUNSET HILL RD	PUTNAM VALLEY	NY	10579	1				(914)528-8626
162309		179560	MAHOPAC PHARMACY	53 E LAKE BLVD	MAHOPAC	NY	10541	1				(914)628-5600
162309		179612	VALLEY MARKET	OLD ROUTE 6	JEFFERSON VLY	NY	10535	1				(914)245-1676
162309		179661	PUTNAM LAKE DELI	93 HAVILAND DR	PATTERSON	NY	12563	1				(914)279-2014
162309		448654	PEEKSKILL SUNOCO,IN	722 N DIVISION ST	PEEKSKILL	NY	10566	1				(914)737-2514
162309		551889	HOPES DRUG STORE	47 MAIN ST	BREWSTER	NY	10509	1				(914)279-2033
162309		952404	CHEZ MINI MARKET	590 SOUTH ST	PEEKSKILL	NY	10566	1				(914)737-9479
162309	162330	480979	BAISLEYS & MARAZINO	800 HUDSON AVE	PEEKSKILL	NY	10566	1	NYS			(914)737-1300

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WHOLESALER : 203290 HARRY FOURTUNIS, INC. <DIRECT>
TEMPLATE : 800008 80100 WIN JAN .70/2 NO
TEMPLATE SEQ : 0022
SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
122105		180023	HARTELLS GROCERY IN	326 N BROADWAY	UPPER NYACK	NY	10960	1				(914)358-1250
122204	122220	340514	TANGLEWOOD STATR'Y	2264 CENTRAL PARK	YONKERS	NY	10710	1				(914)793-5061
122206	122224	291105	DONAHUES VARIETY	121 LAKE ST	WHITE PLAINS	NY	10604	1				(914)684-9224
122206	122224	734739	ARCADIAN CARD & GIF	230 S HIGHLAND AV	OSSINING	NY	10562	1				(914)762-0351
133005	133030	130769	84 QUIK STOP	5084 ROUTE 17M	NEW HAMPTON	NY	10958	1				(914)374-2208
133005	133030	179116	QUAKER CREEK	767 PULASKI HWY (	GOSHEN	NY	10924	1				(914)258-4570
133005	133030	696085	SHAUKAT CIGARETTE V	RRT BOX 13	GOSHEN	NY	10924	1				(914)294-3219
133005	133030	735306	SUNOCO COOP #7183	560 ROUTE 17M	MONROE	NY	10950	1		0362-0302		(914)783-0869
133005	133030	600426	A PLUS	68 BROOKSIDE AVE	CHESTER	NY	10918	1	NYS	0362-0102		(914)469-7552
162210	162227	130376	OTTISVILLE CONV ST	ROUTE 211	OTISVILLE	NY	10963	2				(914)386-1462
162210		704978	HARRY FOURTUNIS	261 NORTH ST	MIDDLETOWN	NY	10940	2				(914)342-2650
162210	162233	178194	CORNER STORE	37 S MAIN ST	LIBERTY	NY	12754	3				(914)292-9087
162210		130446	KOUNTRY KORNER	RR 1 BOX 196	CALLICOON	NY	12723	1				(914)887-4350
162210	162327	178872	VALLEY PHARMACY	ROUTE 52	PINE BUSH	NY	12566	1				(914)744-3111
162210		550143	PARKSVILLE EXXON MR	ROUTE 17	PARKSVILLE	NY	12768	1				(914)292-7657
162210		641280	GNP PETROLEUM INC	RT 211	MIDDLETOWN	NY	10940	1				(914)342-4700
162210		705901	BORDERLINE DELI	1226 BURLINGHAM R	PINE BUSH	NY	12566	1				(914)744-5779
162210		722998	SPECIAL MKT	2 GLEN WILD RD	ROCK HILL	NY	12775	1				(914)791-7839
162210	162227	966204	ROBERT L WILSON	650 ROUTE 211 E	MIDDLETOWN	NY	10940	1				(914)692-3022
162210	162227	178898	CINOTTIS MARKET	11 MINE HILL RD	OTISVILLE	NY	10963	2				(914)386-2291
162210	162227	178902	PERINO'S DELI.	ROUTE 6	SLATE HILL	NY	10973	1				(914)355-8686
162210	162227	179180	LAKES OF CIRCLEVILL	ROUTE 302	CIRCLEVILLE	NY	10919	1				(914)361-2871
162210		485720	WALKER VALLEY GROC	ROUTE 52 BOX 315	WALKER VALLEY	NY	12588	1				(914)744-3051
162210	162227	650720	GOLDEN EMBERS TOBAC	23 NORTH ST	MIDDLETOWN	NY	10940	2				(914)343-3373
162210	162227	688667	FAIR OAKS GENERAL S	RR 8 BOX 279	MIDDLETOWN	NY	10940	1				(914)361-4630
162210	162233	705602	KELLY'S DELI	210 N MAIN ST	LIBERTY	NY	12754	1				(914)292-1182
162305	162328	754480	M&M MOBIL, INC.	1000 FLATBUSH RD	KINGSTON	NY	12401	1				(518)336-2793
162306	162227	178453	JAMES' GENERAL STOR	PO BOX 346	NAPANOCH	NY	12458	1				(914)647-5973
162306		651695	209 MARKET	RT. 209	KERHONKSON	NY	12446	1				(914)626-0058
162306	162327	900015	RONDOUT VALLEY GROC	PO BOX 416 ROUTE	ACCORD	NY	12404	1				(914)626-4661
162307	162327	047278	DOLAN'S MARKET	37 WALLKILL AVENU	WALLKILL	NY	12589	1				(914)895-2211
162307		179174	QUICK DELI	251 STATE ROUTE 1	NEWBURGH	NY	12550	1				(914)564-0660
162307		286486	MAGYAR'S SERVICE CT	704 ROUTE 9W	MIDDLE HOPE	NY	12550	1				(914)561-3177
162307	162327	632155	BLUESTAR INT. ENT.	160 NORTH ST	NEWBURGH	NY	12550	2				(914)562-1111
162307	162327	638321	ONTERIO ENTERPRISES	30 S PLANK RD	NEWBURGH	NY	12550	1				(914)565-1449
162307	162327	698921	LAKESIDE CONV DELI	RT 52_& LAKESIDE	NEWBURGH	NY	12550	1				(914)566-0622
162307	162327	767822	UNION ST.DELI&PIZZA	135 UNION ST	MONTGOMERY	NY	12549	1				(914)457-5411
162307	162327	769211	MIDDLEHOPE DELI INC	626 ROUTE 9W	MIDDLE HOPE	NY	12550	1				(914)561-3155
162307		769307	MAISIES QWIK DELI	357 N PLANK RD	NEWBURGH	NY	12550	1				(914)564-5866
162307	162327	178861	DAIRY MART 632	152 NORTH ST	NEWBURGH	NY	12550	1		2757-1100		(914)561-7640
162307		542363	HILTON GIBSON MILLE	208 MACARTHUR AVE	NEW WINDSOR	NY	12553	5				(914)562-0353
162307		336213	LATIN GROCERY	193 BROADWAY	NEWBURGH	NY	12550	1				(914)565-9664

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WHOLESALER : 203290 HARRY FOURTUNIS, INC. <DIRECT>
TEMPLATE : 800008 80100 WIN JAN .7?/2 NO
TEMPLATE SEQ : 0022
SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
162307		559770	MO'S CONVENIENCE	779 BROADWAY	NEWBURGH	NY	12550	1				(914)561-1257
162307		617948	C G DELI MANAGEMENT	270 HUDSON ST	CORNWALL HDSN	NY	12520	1				(914)534-2450
162307	162327	666444	IRELAND CORNERS	551 STATE ROUTE 2	NEW PALTZ	NY	12561	1				(914)255-8883
162307		667003	JAY DEE'S DELI	WALLKILL AVENUE	WALLKILL	NY	12589	1				(914)895-3100
162307		672417	MARKONIC'S DELI MKT	1191 RT. 9W #28	MARLBORO	NY	12542	1				(914)236-3226
162307		715502	NEWBURGH GAS INC.	1096 UNION AVE	NEWBURGH	NY	12550	1				(914)564-7460
162307		769779	HEMA WAY INC.	DBA T & M DELI	SALISBURY MILL	NY	12577	1				(914)496-8160
162307	162328	209935	ARDONIA GENERAL ST	RT 44-55	CLINTONDALE	NY	12515	1				(914)883-6655
162307	162327	567459	H.N. OF NEWBURGH,IN	352 BROADWAY	NEWBURGH	NY	12550	2				(914)562-6683
162307		578991	LAHEY'S MIDWAY	264 QUASSAICK AVE	NEW WINDSOR	NY	12553	1				(914)561-8533
162307	162328	594992	BRIDGE CIRCLE DELI	77 MILTON AVE	HIGHLAND	NY	12528	1				(914)691-2221
162307	162327	596448	SIDDIQUE PETROLEUM	185 MAIN ST	NEW PALTZ	NY	12561	2			913178	(914)255-0322
162307	162327	619745	SAMUELS DISCOUNT CT	1019 RT. 17K UNIT	MONTGOMERY	NY	12549	1				(914)457-5891
162307	162327	178944	PETE'S MARKET	271 WASHINGTON ST	NEWBURGH	NY	12550	1				(914)562-5521
162307	162330	178975	FARICELLAS MARKET	140 WALSH AVE	NEW WINDSOR	NY	12553	1				(914)561-5450
162307	162327	179019	MIDDLEHOPE GEN STOR	640 ROUTE 9W	MIDDLE HOPE	NY	12550	1	NYS			(914)562-9764
162307		331060	NORTH PLANK MOBIL	175 N PLANK RD	NEWBURGH	NY	12550	1	NYS			(914)561-2111
162307	162327	340741	A-PLUS #60027	510 BROADWAY	NEWBURGH	NY	12550	1	NYS	0362-0102	046458	(914)561-5166
162307	162327	769218	A-PLUS #60026	78 STATE ROUTE 17	NEWBURGH	NY	12550	1	NYS	0362-0102		(914)564-2992
162307	162327	178862	CIA MEADOW AVE. MAR	129 MEADOW AVE	NEWBURGH	NY	12550	1	NYS	2757-1100	81598	(914)561-9683
162308	162328	130383	K & D DELI, INC.	264 NORTH RD	POUGHKEEPSIE	NY	12601	1			203290	(914)471-1607
162308		511360	FOUR STAR WHOLESALE	67 COTTAGE ST	POUGHKEEPSIE	NY	12601	6				(914)473-1793
162308	162328	178702	EAST PARK PHARMACY	650 VIOLET AVE	HYDE PARK	NY	12538	1				(914)229-2195
162308	162329	179337	NEUSTAT PHARMACY	150 MAIN ST	FISHKILL	NY	12524	1				(914)896-6220
162308	162328	463524	P & Z ENTERPRISES	81 FALLKILL AVE	POUGHKEEPSIE	NY	12601	1				(914)454-6281
162308		550151	ALL IN ONE FOOD	201 WOLCOTT AVE	BEACON	NY	12508	1				(914)831-1169
162308		571205	PETE'S HOMETOWN GRO	349 MAIN ST	COLD SPRING	NY	10516	1				(914)265-4172
162308		685215	STACEY'S DELI	515 NOXON RD	LAGRANGEVILLE	NY	12540	1				(914)227-3354
162308		705677	BILLINGS DELI & PIZ	BILLINGS PLAZA RT	BILLINGS	NY	12510	1				(914)223-3354
162308		716020	VILLAGE DELI	RT. 22	WINGDALE	NY	12594	1				(914)832-3305
162308		729825	CLINTON CORNERS	DAVID L BEAN	CLINTON CORNER	NY	12514	1			920629	(914)266-3655
162308		730141	FOUR STAR	67 COTTAGE ST	POUGHKEEPSIE	NY	12601	1				(914)473-1793
162308		739403	OLD CORN CRIB	200 SALT POINT TP	POUGHKEEPSIE	NY	12603	1				(914)471-2797
162308		767054	GENE'S SERVICE CNTR	110 FREEDOM PLAIN	POUGHKEEPSIE	NY	12603	1				(914)485-6699
162308		769561	TONY'S DELI	ROUTE 22	PAWLING	NY	12564	1				(914)855-9540
162308		777374	9D GROCERY	DBA JOHNNY'S	WAPPINGERS FAL	NY	12590	1				(914)297-2630
162308	162329	958292	CAROL'S GIFT	RT 22 GRAND UN PL	DOVER PLAINS	NY	12522	1				(914)877-6177
162308		975119	THE BRAIR GROUP INC	DBA DELI LAND	FISHKILL PLAIN	NY	12590	1				(914)221-2976
162308	162328	178627	SOUTHGATE DELI. AND	658 SOUTH RD	POUGHKEEPSIE	NY	12601	1				(914)462-1911
162308	162329	178726	AMENIA VARIETY	ROUTE 22 & 44	AMENIA	NY	12501	2				(914)373-8300
162308	162329	179411	HUGHSON.FOODMART IN	NEW HAMBURG RD	HUGHSONVILLE	NY	12537	1		2757-1100		(914)297-9987
162308	162328	307545	9G CENCO	403 VIOLET AVE	POUGHKEEPSIE	NY	12601	2				(914)454-6924
162308	162328	440786	ABC GROCERY	22 DE LAVAL PL	POUGHKEEPSIE	NY	12601	3				(914)454-1141

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WHOLESALER : 203290 HARRY FOURTUNIS, INC. <DIRECT>
TEMPLATE : 800008 80100 WIN JAN .70/2 NO
TEMPLATE SEQ : 0022
SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
162308	162329	473929	HARLEM VALLEY BEVER	ROUTE 22	WINGDALE	NY	12594	1				(914)832-9093
162308	162328	619772	GETTY SERVICE STATI	355 MILL ST	POUGHKEEPSIE	NY	12601	5				(914)473-1442
162308	162328	669437	S&D FOOD STORE INC	250 HOOKER AVE	POUGHKEEPSIE	NY	12603	1				(914)471-7344
162308	162329	669448	DAIRY MART 605	MYERS CORNERS RD	WAPPINGERS FLS	NY	12590	1		2757-1100		(914)297-9990
162308	162328	682626	AL ROYAL PETRO INC	RTE 9G 646 VIOLET	HYDE PARK	NY	12538	3				(914)229-1252
162308	162329	696040	SUNOCO S/S	FAMILY QUICK STOP	HOPEWELL JCT	NY	12533	1				(914)227-9221
162308	162328	746373	PMK PETROLEUM BP	340 VIOLET AVE	POUGHKEEPSIE	NY	12601	1				(914)486-4199
162308	162328	760276	THREE JAY'S GULF	258 ROUTE 44	SALT POINT	NY	12578	1				(914)677-1141
162308	162329	843136	FAMILY QUICK STOP	10 WEST MAIN STRE	PAWLING	NY	12564	1				(914)855-9220
162309	162329	068522	GARRISON MART	PO BOX 48	GARRISON	NY	10524	1				(914)424-3837
162309		179608	BREWSTER SUPERETTE	50 CARMEL AVE	BREWSTER	NY	10509	1				(914)279-3415
162309		179609	BREWSTER HILL GEN S	ROUTE 312	BREWSTER	NY	10509	1				(914)279-9784
162309		787150	NORTH BREWSTER DELI	4 ROUTE 312	BREWSTER	NY	10509	1				(914)278-9620
162309		922459	HAVERSTRAW SUPERETT	21 BROADWAY	HAVERSTRAW	NY	10927	1				(914)429-9876
162309	162330	178885	FAIRWAY FOOD CTR.IN	66 MAIN ST	HIGHLAND FALLS	NY	10928	1				(914)446-3992
162309	162330	179143	JAYS DELI	497 ROUTE 32	HIGHLAND MILLS	NY	10930	1				(914)928-2803
162309	162329	179311	KOEBACKERS MARKET	90 N MAIN ST	BREWSTER	NY	10509	1				(914)279-3515
162309	162329	242620	FAIRFIELD FOOD AND	FUEL CORP.	BREWSTER	NY	10509	1				(914)279-4419
162309		365630	DAVIG CORP. D/B/A	EASY STOP	BREWSTER	NY	10509	1				(914)279-6333
162309		397629	BASSO DELI, INC.	D/B/A M & R MARKE	FORT MONTGOMER	NY	10922	1				(914)446-9580
162309	162330	436555	D A K S TECH., INC.	4 SMITH CLOVE RD	CENTRAL VALLEY	NY	10917	1				(914)928-9614
162309	162329	460627	STORMVILLE CITGO	ROUTE 216	STORMVILLE	NY	12582	1				(914)227-6917
162309		486368	GINO'S DELI.	TOWNERS ROAD	CARMEL	NY	10512	1			904292	(914)225-1188
162309	162330	728412	SHIVAM VARIETY INC.	307 MAIN ST	HIGHLAND FALLS	NY	10928	1				(914)446-2510
162309	162330	745253	HARRIMAN EXXOM	2 MELODY LANE NOR	CENTRAL VALLEY	NY	10917	1				(914)782-7589

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TEMPLATE TOTAL ACCOUNTS 110 TOTAL QUANTITY 138

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WHOLESALER PACKING INSTRUCTIONS

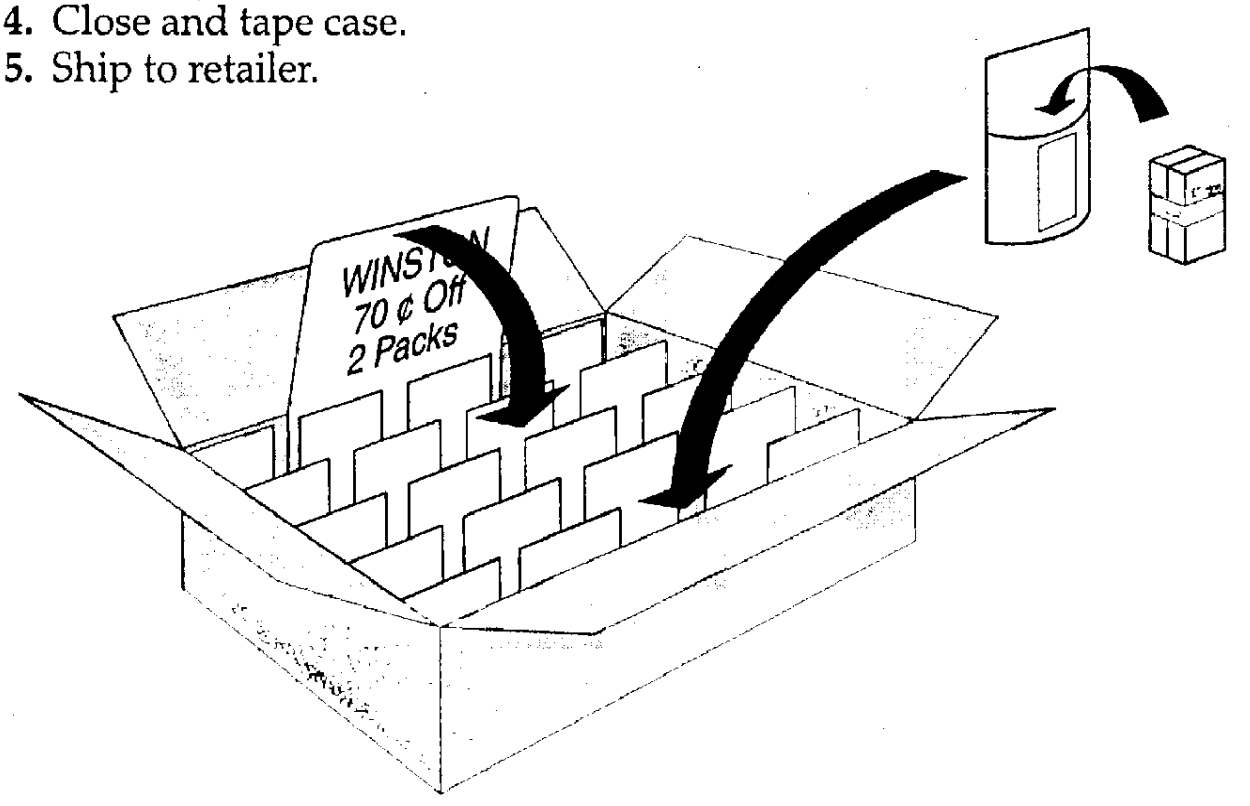
VALUE ADDED PROMOTIONS | 1ST QTR.'98

January WINSTON .70/2 PK

(70 cents off 2 packs)

STEPS

1. Open WINSTON .70/2 PK shipping case.
2. Place 2 packs of Winston "Special Offer" Tear Tape product (same brand style) in each sleeve. **Promotional product is in white cartons, utilize 2 cartons FF Box and 2 cartons LT Box.**
3. Fold display header card down.
4. Close and tape case.
5. Ship to retailer.



51855 9850

Item: # 536285
Description: WINSTON .70/2 PK / POS Kit

Brand Style	FF Box	LT Box				
Number of Cartons	2	2				

Source: https://www.industrydocuments.ucsf.edu/docs/gyhn0000